

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS

AMEMBASSY KINSHASA

AMCONSUL LUANDA

UNCLAS STATE 246963

E.O. 11652: NA

TAGS: BEXP, AO, NI, CG

SUBJECT: MRO TRAVEL TO ANGOLA

1. BELIEVE IT USEFUL FOR MARKET RESEARCH OFFICER MARLENE MCKINLEY OF THE AFRICA DIVISION IN COMMERCE VISIT ANGOLA UPON COMPLETION HER RESEARCH IN LAGOS. LENGTH OF VISIT TO BE BETWEEN 3 AND 6 DAYS DEPENDING ON AIRLINE SCHEDULES. PURPOSE OF VISIT IS TO CONSULT WITH CONGEN LUANDA AND AT CONGEN'S DISCRETION WITH APPROPRIATE LOCAL BUSINESSMEN. RESULT THESE CONSULTATIONS TOGETHER WITH CONGEN'S RECOMMENDATION WILL LEAD TO DECISION ON APPROPRIATE TRADE PROMOTION ACTIVITY IN ANGOLA. CONSULTATION SHOULD BE DIRECTED TOWARD DETERMINING A) PRODUCT CATEGORIES IN WHICH SALES POSSIBILITIES APPEAR BEST FOR AMERICAN PRODUCTS PARTICULARLY IN THE TARGET INDUSTRIES SECTOR AND B) THE TYPE OF TRADE PROMOTION TECHNIQUE THAT WOULD APPEAR MOST APPROPRIATE TO APPROACH THE ANGOLA MARKET.

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2. THE PRELIMINARY SURVEY IN CONJUNCTION WITH CONGEN LUANDA'S RECOMMENDATION WOULD BE FOLLOWED BY REQUESTS FOR POST-CONDUCTED MARKET RESEARCH IN PROMISING PRODUCT THEME CATEGORIES. IT ESSENTIAL THAT MRO MCKINLEY AND CONGEN LUANDA REVIEW CONGEN CAPABILITIES TO UNDERTAKE SUCH RESEARCH AND TO UNDERTAKE SUPPORT OF TRADE PROMOTION EVENTS WHICH MIGHT BE MOUNTED IN FUTURE.

3. COMMERCE POUCHING TO LUANDA COPY OF AIRGRAM (STATE A-6238, AUGUST 7, 1974) SENT TO SEVERAL OTHER AFRICAN POSTS REQUESTING REPORTS ON PRODUCT CATEGORIES HAVING BEST PROSPECTS FOR U.S. EXPORTS. ALSO POUCHING COPY OF RESPONSE FROM EMBASSY LAGOS (LAGOS A-201, OCT. 11, 1974.). THESE SAMPLES WILL GIVE CONGEN AN IDEA OF INFORMATION WE SEEK AND FACILITATE JOINT MRO-POST REVIEW OF MARKET POTENTIALS.

4. COMMERCE WILL CABLE AMENDING TRAVEL AUTHORIZATION INFORMATION. MRO MCKINLEY WILL CONTINUE BE AUTHORIZED VISIT ABIDJAN FOR CONSULTATION WITH AMEMBASSY ABIDJAN AND VISIT DAKAR TO ATTEND COMMERCE DEPARTMENT EXHIBIT AT DAKAR INTERNATIONAL FAIR.

5. ACTION CONGEN LUANDA: MRO MCKINLEY TENTATIVELY SCHEDULED COMPLETE HER ASSIGNMENT IN NIGERIA END NOVEMBER. REQUEST YOUR APPROVAL THIS VISIT APPROXIMATELY FIRST WEEK DECEMBER FOR PURPOSES STATED. BELIEVE AIR TRANSPORTATION AVAILABLE FROM KINSHASA TO LUANDA AND ANGOLAN VISA FOR MCKINLEY AVAILABLE AT AIRPORT. CONFIRM.

6. ACTION AMEMBASSY LAGOS FOR MRO MCKINLEY: REQUEST YOU INFORM CONGEN LUANDA SOONEST OF YOUR TRAVEL PLANS. YOU SHOULD ALSO REVIEW AIRGRAMS CITED PARA 3 ABOVE PRIOR DEPARTURE LAGOS AND TAKE COPIES WITH YOU.

7. ACTION AMEMBASSY KINSHASA: ADVISE AVAILABILITY AIRPORT VISA IN EVENT MCKINLEY MUST LAY OVER KINSHASA ORDER MAKE RETURNING CONNECTIONS. MAW

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